

PERFORM RESULTS: ALL REGIONS

BUSINESS ACTIVITY

During the January-March 1993 period, ninety posts submitted quarterly reports identifying the following business activity:

1. 389 EXPORT SALES WORTH \$206 MILLION
2. 582 NEW BUSINESS CONDITIONS/AGREEMENTS
3. 69 NEW JOINT VENTURES/LICENSES AGREEMENTS WORTH \$13.55 MILLION
4. 29 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$419 MILLION
5. 17 CANADIAN INVESTMENT INITIATIVES ABROAD WORTH \$54.3 MILLION
6. 32 TECHNOLOGY TRANSFERS WORTH \$69.3 MILLION

SECTION I

HIGHLIGHTS:

- o \$300 million investment in Canada (Stong King)
- o \$194 million sale and technology transfer of ethylene plant (Seitjog)
- o Investments in Canadian paper industry worth \$93 million (Waiskwa)
- o \$15 million sale of aircraft (Kilwasa)
- o \$8 million sale of cellular telephone system (Kingston)
- o \$3 million sale of flight simulator (Wain)

SUMMARY OF PROGRAM

RESULTS

KEY STATISTICS: For the ninety posts having submitted a quarterly report.

MISSIONS IN:	Missions		No. Confirmed Export Sales		Value Confirmed Export Sales/(\$)	
	Total	Successful	Total	Successful	Total	Successful
Africa & Middle East	19	16	48	42	228	228
Asia & Pacific	19	19	124	124	392	392
Europe	20	20	134	134	139	139
Latin America & Caribbean	14	14	51	51	140	140
United States	13	13	23	23	87	87
	85	82	280	274	986	986

MISSIONS IN:	Trade Enquiries		Agreement Enquiries		Business Visits	
	Total	Local	Total	Local	Total	Local
Africa & Middle East	459	419	107	107	1038	1702
Asia & Pacific	2779	1887	212	204	2423	4707
Europe	2960	727	74	68	2110	2438
Latin America & Caribbean	4744	126	49	50	911	1267
United States	2028	247	220	200	2023	2977
	13030	5287	662	529	7513	12791